NORTHFIELD FOUNDRY LTD

JOB DESCRIPTION AND PERSON SPECIFICATION

JOB TITLE: FOUNDRY SALES MANAGER

REPORTING TO: FOUNDRY MANAGER

RESPONSIBLE FOR: N/A

JOB SUMMARY:

The Foundry Sales Manager is responsible for driving sales growth and profitability by developing and maintaining strong customer relationships within the foundry and metal casting industry. The role involves identifying new business opportunities, managing key accounts, preparing quotations and contracts, and working closely with production, engineering, and quality teams to ensure customer requirements are met.

MAIN DUTIES OF JOB:

- Develop and implement sales strategies to achieve growth targets.
- Identify and secure new business opportunities within target markets.
- Build and maintain strong relationships with OEMs, Tier 1 suppliers, and engineering companies.
- Manage the sales pipeline from initial enquiry through quotation, negotiation, and order placement.
- Work closely with production, quality, and engineering teams to ensure customer requirements are understood and delivered.
- Review customer drawings, specifications, and technical requirements.
- Prepare commercially competitive quotations and proposals.
- Attend customer visits, trade exhibitions, and industry networking events.
- Monitor market trends, competitor activity, and emerging business opportunities.
- Support continuous improvement initiatives focused on profitability, customer satisfaction, and market growth.
- Deliver regular sales forecasts and business development reports to senior management.
- Ensure customer issues are resolved quickly and professionally.

OTHER DUTIES:

A degree of flexibility is needed and the employee may be required to perform work not specifically referred to above.

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HEALTH AND SAFETY:

The Company has a Health and Safety Policy which outlines it's responsibilities as an employer and the responsibilities of it's employees in respect of health and safety. All employees need to be aware of this policy and comply with it's content.

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PERSON SPECIFICATION

	Essential or desirable
Education or qualifications	
• Degree or HNC/HND in Engineering, Metallurgy, Manufacturing, Business, or a related discipline	D
• Membership of relevant engineering or foundry industry associations	D
Knowledge and Experience	
• Proven sales experience within the UK foundry industry	E
• Strong knowledge of grey iron and ductile iron casting processes	E
• Demonstrable success in winning new business and growing accounts	E
• Experience of quoting and selling engineered castings	E
• Ability to interpret engineering drawings and specifications	E
• Strong commercial awareness and negotiation skills	E
• Exposure to machining, finishing, and value-added manufacturing services	E
• Experience within automotive, agricultural, rail, defence or industrial sectors	E
• CRM and sales pipeline management experience	E
Skills and personal attributes	
• Ability to build strong relationships with customers	E
• Ability to effectively plan, organise and prioritise projects	E
• Strong organisational and time management skills	E
• Strong analytical and problem solving skills	E
• Ability to work methodically and problem solve	E

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• Excellent communication and relationship-building abilities	E
• Self-motivated and able to work independently using own initiatives	E
• Entrepreneurial mindset with a strong focus on growth	E
• Results-driven and commercially focused	E
• Professional and customer oriented	E
• Persistent, resilient, and highly motivated	E
• Able to build credibility with both technical and commercial stakeholders	E
• Ability to travel extensively throughout the UK	E